STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

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BALTIMORE, FRIDAY, SEPTEMBER 15, 1905.

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American Can Company.

SOUTHERN DIVISION

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BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

The country at present is having a class of weather that, while it is fine for the individual himself, is certainly not of the best quality in its results for those who cater to the fruit requirements. In simpler parlance, the season is still following in the footsteps of its spring troubles, there is too much precipitation and too little sunlight. The same trouble that almost entirely ruined the pea pack is now operating to lessen the tomato crop as much as possible. Last week the tomato farms of this section and many other sections were deluged with rain which lay around in pools. The days have not been as warm as they should be for tomatoes, and the night temperatures have been verging on frost. The result is a lessening supply of tomatoes instead of an increase, and, whilst the growers are interested in picking all that have an indication of ripeness, the amount being received by the packers in general is not sufficient to run their factories half time.

The steady trend of the condition of the season has brought tomatoes so much to the front, as compared with what they were in the spring, that, little by little, they have become the most carefully watched object on the packer's list. It has been a season full of instruction in this regard. Fruits may come and go, prices for them may rise and fall, but we have practical, positive evidence this year that, as a staple of the business, tomatoes rank almost everything else; they are now a necessity in the market.

Buyers appear to be astonished at the quotations and incredulous of the prices. Already some of the brokers are quoting tomatoes at 95c. to $1.00 for No. 3 tomatoes, but 92½c. will better represent the active market. But, despite the fact that it is now evident to all parties that the supply of tomatoes will be insufficient for the country's demands in the next twelve months, buyers seem to hesitate, and this hesitation is proof that prices will be higher than the figures now quoted when the season closes with frost, and then the dilatory ones will find they are "left."

The spirit of incredulity is probably the outcome of the buyer's observation of disputes between packers of the West and

the East and the fashion they have of decrying each other's goods and values. After watching this for years, he has finally come to the conclusion that they cannot be believed in any event, and that, therefore, the quotations are merely a bluff on the part of packers to force up values in the market. Before we see the middle of October he will get a severe shock to his faith, and will rush into the market to buy at whatever prices he can obtain them. Our readers will recall that we said last week in these columns that the success of the tomato season in this region would depend upon the quality of the weather during the next two weeks as affecting the ripening of the crops. We have passed over one week of that and the conditions are worse than they were, and it is becoming a matter of concern to the packers as to what they shall do to get the best seasonable results out of their factories.

In respect to corn, both Maine and New York report that the roseate glow of the early summer in regard to the quantity they would obtain has disappeared; but that, whilst the crop is considerably reduced, the quality is as fine as it ever could be. This condition of affairs appears to have come very fully to the knowledge of buyers, together with the assurance that prices will hold about steady in corn; that, whilst Maine and New York will furnish just about the amount required by their customers of fine, high quality corn, the demand for medium grade corn, which came upon Maryland and Virginia last year, will be repeated again this season, and that throughout the country in general corn prices will remain as they are. In other words, that, whilst the field corn crop of the country makes a new record beyond all past records, the sugar corn crop for canned corn is and has been this year below the average in quantity.

Brokers are offering Maryland corn, moist style, at 50c. to 55c.; dry pack, at 60c.; shoe peg and extra quality Maine style, all the way from 60c. to 75c. Western corn is being quoted at 50c. to 55c. at the factory. New York State is asking from 80c. to 95c. for State packed, and Maine has her quotations from $1.00 to $1.10.

As the season progresses peaches develop a greater disappointment. Quite a quantity of Michigan peaches have been received in this market, but complaint is made here of them because they are not only small in size, but very much stung and full of peach gum. Western Maryland peaches have been very largely shipped to New York city and the West, so that few of them find their way to the canneries. So poor has been the peach season on the Peninsula this year, that in many places where the orchards are usually prolific even growers have gone without fruit, and we have been largely dependnt upon Georgia and the West.

Packers are still working on a variety of of goods, including beans, sweet potatoes, pumpkin and the beginning of the sauer kraut packing. The scarcity of fruit in general has had a tendency in a way to improve the prices of small fruits and there has been some advance in the prices of blackberries.

The condition of the season tends to hold the price of cans very steady, and as there is a disposition abroad to speculate in tin by the great managers and manipulators of that metal there is no probability of a decline until after the first of October. We have to record this week a lessening of values in the quotations of pig tin, which have dropped from 33⅛ to 33¼ last week, to 32.55 to 32.65 this week. Pig lead has become quiet and there is no variation to record in that metal.

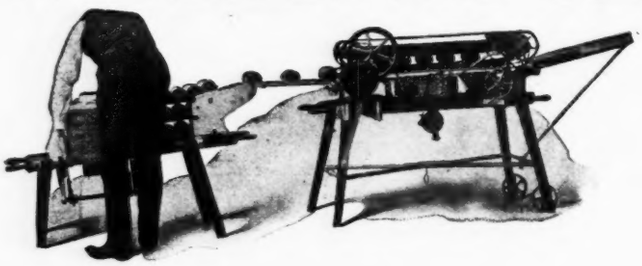
All canners' metals as a result are quiet for the season, and the regular quotations may be found in their proper place.

CAN FACTORY BURNED.

HAVRE DE GRACE, MD.—The factory of the Lawder Bros. Can Company was burned to the ground about 2 o'clock A. M., Friday, Sept. 1st. The origin of the fire is a mystery. The watchman knew nothing of it until it had a good start.

The Susquehanna Hose Company responded to the alarm and prevented the fire from spreading. The loss is estimated at $15.000; partly covered by insurance. The firm originally was of Baltimore, and is composed of Percy and Ward Lawder.

KNAPP LABELER AND BOXER.



When you buy a Labeling or Boxing Machine, get one that will work under all conditions. It is mighty satisfactory to work with good tools, something reliable. Good results follow the use of Knapp Labelers and Boxers. These Machines save fifty per cent over the average hand work and do it much neater. There are no tedious delays, and nothing to get out of order. The cost of operating is small, and the Machine will last a life time.

We are making a new Labeler for strictly hand power which we offer at a low price, and it will pay you to write us about it. Write to-day.

BERGER, CARTER CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

The Fred H. Knapp Co.

80 WABASH AVENUE——————CHICAGO.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

NEW YORK, Sept. 16.—Trade has revived considerably during the week, and is now more active than it has been at any time before this summer. While increased activity is a noticeable feature of the market, there is little or no change in prices. Quotations run about as they have been for some weeks, the only perceptible difference being the disposition to hold the goods for more money. Under such circumstances the market is assuming a better appearance and conditions are looked upon as more favorable. Holders feel increased confidence and are less desirous of selling at low figures merely for the sake of getting rid of their goods.

Peaches.—A feature of the market is the active consuming demand for peaches. The urgent demand from consumers and consuming manufacturers is reflected in the increased demand from jobbers, and this demand also emphasizes what has been said previously, that there are comparatively few such goods available, and active consumption will force higher quotations. California peaches of all grades are becoming more and more difficult to secure and packers who are fortunate enough to have a supply, no matter how small, have again advanced prices 10c. on 2½-lb. extra and extra standard lemon clings, 5c. on standards and 25c. on gallons. New York State peaches have been selling freely at prices ranging up to $2.35, but, owing to the attitude of growers who have held off until the last minute, packers have advanced their prices to $2.50. The various advances seem to have checked the demand, the impression being that it will be only temporary. The market is in good shape for holders, however, and sales promise to continue more or less active during the remainder of the season.

Apples.—Gallons, State packed, have sold as high as $2.75 on the spot, though nearly all sales of spot goods have been made at a range of $2.50 to $2.60. It is only favorite brands that have brought the outside figure. Supplies are small, however, and the stocks are held with confidence. Moreover, few, if any, futures are being offered. It is expected that packers will enter the market as sellers later, when growers are ready to talk business on raw stock.

Corn.—Reports of probably good crops everywhere, excepting from the South, have created a dull feeling in corn, and sales are down to a minimum. The reports from Maine and New York all indicate a record-breaking pack, according to the information which is being disseminated now. At any rate, whether the reports are true or not, they have killed all interest in corn and have stopped what few small transactions were going on a week or more ago.

Tomatoes.—Buyers are indifferent, and and many are reselling earlier bought stock at concessions from quotations. But even this does not seem to weaken the feeling of holders, and there is practically nothing being done, as a rule. Spot goods are held stiffly at quotations, so far as first hands are concerned, but some jobbers who bought earlier are reselling at considerably less prices than the packers and other holders are now asking. The effect is to stop movement. In futures there is no change. Business is being done at full rates where it is being done at all, but there has been almost nothing done the past week. Sales are made in a small way only, and, so far as known, the outlook indicates no particular change.

Salmon.—Alaska red is reported to be moving freely into consumption at the low prices which have prevailed since the cut in quotations. Naturally the wholesale market is dull since

SOLE AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

GEO. E. LOCKWOOD, 308 CHESTNUT STREET, Philadelphia, Pa.

It it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

Dont worry, ask me, I'll get it for you.

SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

ESTABLISHED 1856.

EUREKA CANNING MACHINERY

We have embodied a number of valuable improvements this year in

The "Eureka" Pumpkin and Tomato Pulper,

making it the most efficient, rapid, convenient and accessible machine built for the purpose. Screens can be changed in a few minutes.

SOLE MANUFACTURERS,

THE S. HOWES CO.,

(INCORPORATED)

EUREKA WORKS,

SILVER CREEK, N. Y.

such a heavy purchasing as followed the reduction. Probably no such heavy sales were ever before known as were made at the price of 85c. f. o. b. There is reported a good demand for sockeye flats and halves, but little or no interest is shown in talls. The two most wanted varieties being scarce, little actual business is being done. According to figures which are being given out, the pack this year will be ample for all requirements. It is possible that the Alaska Packers' Association understood the conditions before they reduced their prices, otherwise they would have had an immense quantity of unsold goods on hand. They do not care for that especially. They have been caught that way for several years past.

Sardines.—The market is weak, with reported sales of quarter-oils in drawn cans at $2.05 f. o. b. Eastport. It is $2.10 and $2.20 that is quoted, but there have been sales much below that, and, according to apparently trustworthy information, $2.05 was the price asked for a considerable block which changed hands this week. HUDSON.

CROP CORRESPONDENCE.

Corn 5% Less Than in 1904.

UTICA, N. Y., Sept. 12, 1905.

THE TRADE: The acreage of corn in New York State is about 5% less than in 1904. The condition will average about the same. The quality, barring frost, will be particularly fine. The crop is maturing quite late on account of excessive rains and cold nights.

Acreage of peas in the State was 10% less than in 1904. The pack was but two-thirds that of 1904. The quality of the June peas was not as good, by far, as that in 1904, but the quality of the Sweet Wrinkled varieties was fully as good as in the preceding year.

Acreage of tomatoes is two-thirds that of 1904, but few have been packed up to date. The vines are well loaded with green fruit, but considerable warmth and sunshine will be required to mature the crop.

The acreage of refugee beans was 25% more than in 1904, but the pack was only 65% of the pack of 1904, and the quality not very good, as a great many fields blighted and rusted.

The pack of wax beans was 60% that of 1904, of rather poor quality, from practically the same acreage.

These are the principal items packed in New York State. Prices paid for the various commodities were about the same as in 1904. I do not know of any idle factories in the State.

Yours truly, S. F. SHERMAN,

Tomatoes 40% Less.

SALEM, N. J., Sept. 13. 1905.

THE TRADE: The canning output of tomatoes will be very light in this section. Baltimore buyers have been here the whole season paying as high as $20 per ton, whereas our price is $8. You can see we are only getting what the *honest* farmers who contracted with us bring us.

The acreage was reduced 40% from last year's amount, and the yield from this is only fair. Two factories in this city dropped out this year.

Yours truly, R. T. STARR,
Manager Fenwick Canning Works.

All Crops Fair.

MT. MORRIS, N. Y., Sept. 11, 1905.

THE TRADE: All crops in our vicinity give promise of a fair yield from an acreage that is about on an average with other seasons. We pack in our factory corn, peas, beans, beets and apples, but the above assertion should be made an exception on apples. This fruit is very poor this year. All the factories are running this year.

Yours truly, JOHN F. WHITE.

Corn Not Encouraging.

OSWGEO, N. Y., Sept. 11, 1905.

THE TRADE: The acreage on all canners' crops put in by growers was about the same as other years. We are not packing tomatoes, confining our attention this year to peas, beans and corn. Peas resulted in but half a crop; beans are showing an average yield, but the outlook for corn is not encouraging. Yours truly, Oswego Canning Co.

Tomato Troubles In Michigan.

A report from Bay City, Mich. under date of Sept. 9. says Last spring the Beutel Canning Co. entered into contract with many farmers to supply tomatoes at a fair figure. Since then the price of the tomatoes has gone a trifle above the contract price and the farmers have been selling their product in the open market. Mr. Beutel has now gone into the courts to compel the farmers to live up to their contracts.

NEW LOCK SEAM CAN! NEW LOCK SEAM CAN

JOHN W. MANN & CO.,

MAKERS OF

Fruit and Vegetable Cans

We are prepared to furnish the trade with the best Lock Seam Can that can be produced. Our factory is equipped with the most modern Automatic Machinery for making packers Cans. We invite your correspondence, and before placing your orders compare our prices with those of our competitors. Prices subject to change without notice.

Yours truly,

JOHN W. MANN & CO..

902 to 920 S. CAROLINE STREET, BALTIMORE, MD!

Rush Orders

The VIRGINIA CAN COMPANY
is prepared to fill Rush Orders
for Two and Three Pound
cans on short notice.

These cans are of superior quality,
equal to the best.

Prompt shipment made on
orders by wire.

Virginia Can Co.

Buchanan, Va.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

The Alaska Packers' Association withdrew its low price of 85c. f. o. b. for red Alaska salmon of standard quality as suddenly as the cut was made, but sales from jobbers at the low rate are still being made, and from liberal stocks, it is said. As a consequence, the consumptive movement is likely to soon reach former proportions, for it is easily understood that at the low price per can at which the retail grocers can now offer the Alaska salmon, the article becomes a very attractive bargain. The withdrawal of the cut price seems to have been made as evidence of good faith, for it will be remembered that the promise to restore the old price within a short time was made to the trade with the announcement of the cut. The movement of other kinds of salmon is small. The declaration of peace shuts off the Japanese outlet for salmon, but the enlargement of the Russian demand, owing to the peace, is expected to counterbalance any loss in military circles. The strength of the tomato market in the packing centers is still a feature of the general market, but it is noticeable that jobbers here are more interested in the selling department than the buying end, and a free retail movement is reported. Maryland No. 3 standard, 82½c. to 85c., f. o. b. factory. Jersey brands are held at 90c. to 92½c. The call for corn is light from the wholesalers and the market is easy in tone, but the retail buying has been free. Peas are moving out from the wholesale warerooms at a steady pace, the cheap grades being preferred. Gallon apples are very firmly held, with offerings few. Peaches are firm. California fruits sell well. Domestic sardines are lower, quarter oils offering at $2.10 in drawn cans, f. o. b. Eastport.—*Merchants' Review.*

Philadelphia.

The tomato market is very strong and shows a slight advance for the week. Spot tomatoes range from 87½c. to 90c. delivered. As to futures, no packer will consider any offer less than 85c., but a few second hands holders are willing to part with a few at 82½c. Even at this they make a gilt-edged profit. Everything points to higher prices, as raw tomatoes are extremely scarce. Packers are paying in some sections as high as 35c. per basket, which means a cost price of at least $1 in the can. The average price at which packers are buying, however, is probably not over 26c., but even this means a packing cost of 86c. There are prophecies of $1 tomatoes within the next few weeks, as soon as the trade begin to realize the situation and start in to buy. Incredible as it may seem, there are still some jobbers who have bought practically no tomatoes whatever. The spot demand for tomatoes is limited, though reports from the packing districts are very discouraging. Corn is unchanged and very dull. In some sections the pack will probably be below the first estimates, but, nevertheless, will probably be large enough to cause great weakness. There is at present no pressure to sell corn, however. Peas show a spasmodic inquiry for all grades from cheap up to good. The market is unchanged, except as to gallons, which are wanted. The supply of this size is light, and buyers are willing to pay from 15c. to 25c. over the opening prices. Reports from New York State tell of a 25% shortage in wax and refugee beans, which has strengthened the market considerably. Peaches are unchanged. The pack is turning out extremely small and is mostly in Baltimore. Prices are unchanged. Apples are still high and unchanged. The Baltimore general line is unchanged. In the California line there is a good demand for California peeled pie peaches, which are in light stock, and some sales have been made from second hands at an advance over the opening of 25c. to 30c.—*Grocery World.*

Boston.

There is nothing new to report since last week. In our last week's issue we reported the break by the packers in the prices of salmon. The situation thereafter for a few days was rather tense, but things are gradually being adjusted to the general satisfaction.—*New England Grocer.*

Chicago.

Salmon is the center of interest of the grocery trade. Markets are very firm and there is talk of an early advance to be made on red Alaska, immense sales of which have been made during the last two weeks. Other grades of salmon, such as sockeye and Columbia river chinook fish, are also very firm. Sardines are steady at no change in prices. Cove oysters are firm and in good demand. Stocks are reported light. Canned lobster and shrimp are in demand. Firm prices rule on these canned fish. Tomatoes continue extremely strong. Reports from the large Eastern canning sections are stronger. Corn is unchanged in price; nothing new in corn.

Make Your Own Cans!

THE NEW SEAM SANITARY CAN.

REQUIRES
NO HOLES or CAPS
The Entire Top Open.

SEALED WITHOUT
HEAT, SOLDER
or objectionable
FLUXES,
PREVENTING SCORCHING AND BLACK SPOTS.

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised.

A descriptive illustrated catalogue and sample can sent upon request Please state kind of goods packed.

WE FURNISH COMPLETE OUTFITS FOR MAKING THESE CANS.

All Packers, Brokers, Jobbers and Retailers should recommend goods packed only in this package.

MAX AMS MACHINE CO.,

372-374 Greenwich Street,

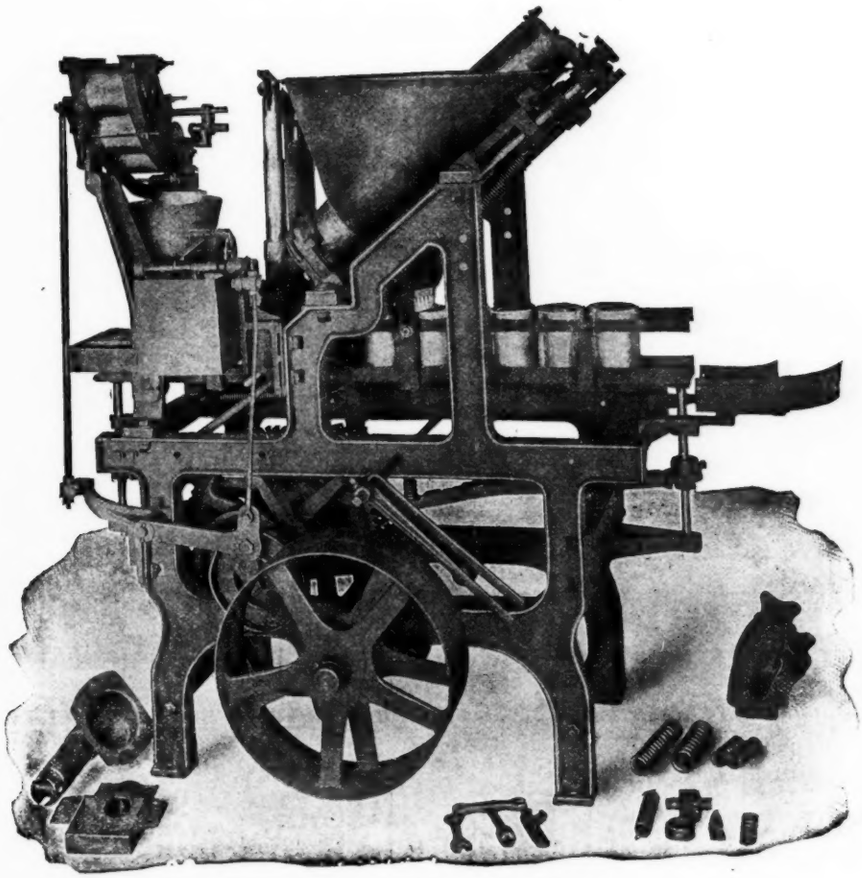
NEW YORK CITY

WORKS:
MT. VERNON, N. Y.

KING TOMATO FILLER

WITH ATTACHMENTS.

Uniform Fill. No Waste. Whole Tomatoes.



Everything Goes into the Can.

Can be Regulated to Fill any Desired Quantity.

AYARS MACHINE COMPANY,

SALEM, NEW JERSEY.

Peas are firm and selling to the retail trade. Apples, peaches, apricots, pears, etc., are all firm. Reports from the peach-canning States are very bullish, and there is talk of higher prices on account of the very short pack. String and Lima beans, succotash and other canned vegetables are steady.—*Grocers' Criterion.*

Montreal, Can.

Demand for canned goods continues to be well maintained. Reports are that old stocks are being well depleted and that new arrivals will generally have a clean market. Prices remain unchanged.

Toronto, Can.

Activity seems to be the prevailing mood in canned goods, although it is known that the largest part of the business that is to be done has been booked already for present and future shipments. Jobbers claim to have very little old stock on hand; most of it has been disposed of satisfactorily. Prices for the coming pack of corn and tomatoes are eagerly awaited by the middle or end of September. At present there is no change whatever to report.—*Canadian Grocer.*

London, England.

Salmon.—In consequence of the easier rates ruling for Alaska, considerable business has been done forward, and, probably on account of the attention devoted to Alaska, the market for British Columbia has been quiet this week, although remaining very firm. The Mumetanka has brought 500 cases and the Cedric 1,999 cases, the last named to Liverpool. Lobsters are a very firm market, and a steady business is passing. The St. John City has arrived with 5,686 cases. Sardines.—Business has been of a moderate character this week, but prices are without change, although packers are asking higher rates. Discouraging reports continue to be received of the fishing both in France and Portugal. Amongst recent arrivals are the Bravo, with 1,155 cases, the Britannia, with 1,580 cases; the M. B. Ismail to Liverpool, with 1,281 cases, and the Eldorado to Hull, with 1,553 cases. Meats have been in active demand at unaltered rates. Rabbits have been in improved demand at advancing prices. Fruits are a firmer market, although there is not a great amount of business passing at the moment. Pines are steady. The Palermo has arrived with 3,760 cases and the Glaucus with 2,011 cases pines.

Liverpool, England.

Salmon.—The orders from the country continue to come in in large quantities for October delivery of salmon. Alaska is slightly easier in price, and inquiry remains very good. Sardines.—There are very few to be bought, and limits have advanced very considerably. Fruits.—These are in inquiry. Pineapples are in better demand. Tomatoes have advanced in price, in consequence of bad crop news.—*Grocers' Gazette.*

Red Lion, Pa.—Farmers' Canning Co., of Red Lion, Pa., has been incorporated. Capital stock, $15,000; treasurer, Horace Welty, Red Lion, Pa.; directors, Horace Welty, Cornelius Strayer, W. F. Grim, John Hartman, all of Red Lion, Pa.; Michael Hose, Dallastown, Pa.; George Holtzmyer, J. W. Stine, C. C. Noller, all of Holtz, Pa.; Nath. Snell, York, Pa.; Alfred F. Strayer, Glen Rock, Pa.; Wm. Penn Davis, Philadelphia, Pa.

A SAD STORY.

The hills call to the valleys,
  The valleys answer low,
The winds take up the story
  And spread it as they go;
The storm winds and the trade winds,
  That keep the beaten track,
They spread the story doleful:
  A short tomato pack!

In Maryland the brokers
  The gloomy tale repeat,
While jobbers' salesmen carry
  The news from street to street;
There's too much rain in places,
  And bugs the vines attack,
Alas, the mournful story:
  A short tomato pack!

Some growers have not planted,
  Which makes the acreage light,
In some States heat's been wanting,
  In others there is blight;
The packer cries to broker,
  Who spreads the tale. Alack!
There is no balm in Gilead—
  A short tomato pack!

—*Merchants' Review.*

The Sinclair-Scott Co., Baltimore, make the Cyclone Pulp Machine.

The best reason for using our soldering flux is because it is the best flux; and the most certain indication of this is the fact that 85 per cent of the canners of Baltimore are using it and they ought to know. If you have never tried our flux this is just the time to order a sample barrel.

Our "Amalie" brand is the true tomato color, never fades and is guaranteed absolutely harmless. Our sales of color this season have eclipsed all former records which shows that a good thing is appreciated.

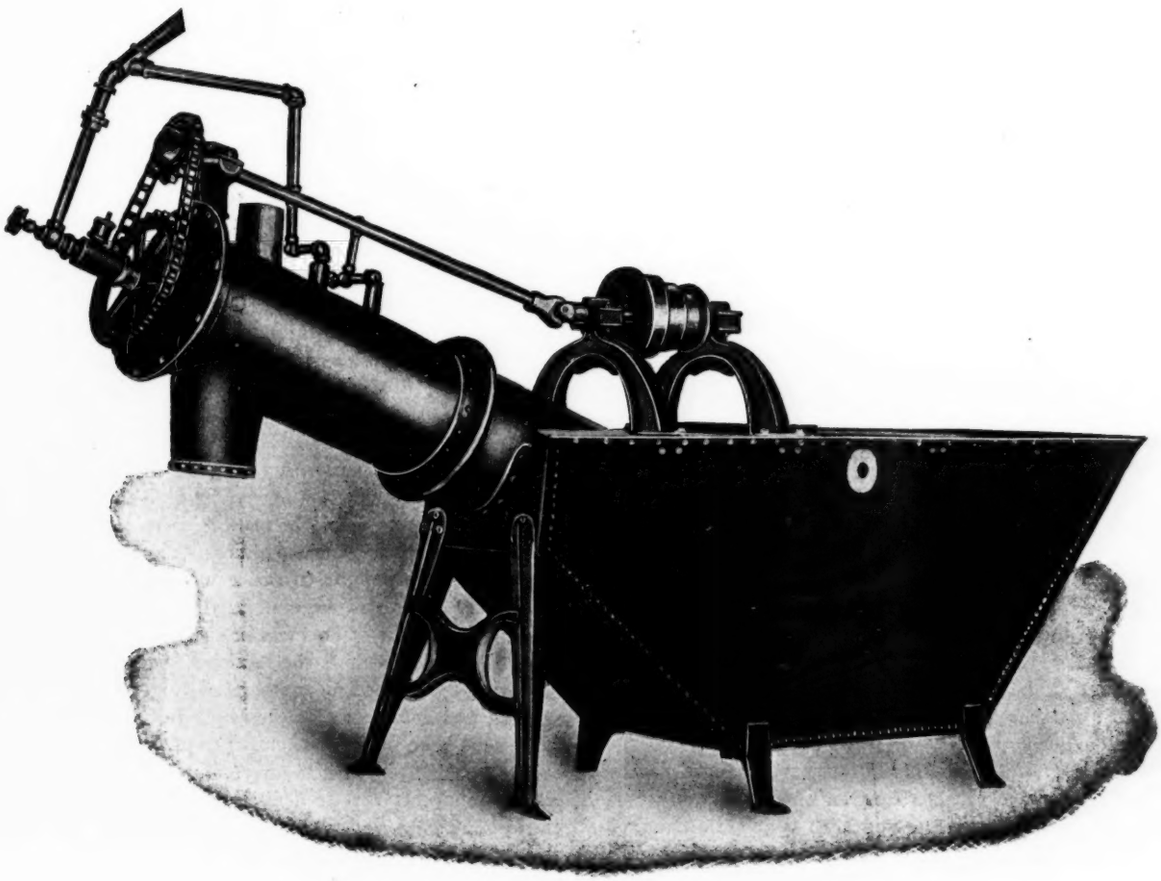
We make Preserving Salts for Oysters as well as for fruit pulps of every description.

German-American Chemical Works,

L. SONNEBORN SONS,

Baltimore. New York. Philadelphia. Boston. St. Louis. Oil City, Pa. Norfolk.

Tomato Machinery.



Baker's Improved 'Power' Tomato Scalder.

This is a combined Washer and Scalder. Scalding is done with live steam.

Best Method. Saves the fruit

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents

42 RIVER STREET, CHICAGO ILL.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

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TERMS OF SUBSCRIPTION.

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Six months,	$1.00
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Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged 20c. per line each insertion.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, SEPTEMBER 15, 1905.

A very important meeting of the Canned Goods Exchange was had on Tuesday, the 12th, being the occasion of its regular monthly meeting. Its able and energetic President called attention to the fact that there were at least two important questions before the Exchange.

In the early part of June an invitation was extended to the officers and members of the Exchange who chose to do so to attend the general Convention of the Southern Wholesale Grocers' Association at Norfolk about the middle of June. President Orem, in an official way, accepted this invitation mainly out of courtesy, but found there was a proposition before the Grocers' Association of the greatest interest to canned goods packers. This was to request the Canned Goods Exchange and the packers in general through it, to adopt a resolution not to sell to retailers in the sense in which the Southern Wholesale Grocers understood retailing. President Orem is a brainy man, and always a good speaker; he grasps a subject fully and sees through it with a telescopic quickness; and at the discussion he felt in occupying the position of President of the Canned Goods Exchange it was incumbent upon him to recognize that he must defend, so far as necessary, the rights of the canned goods packers.

He assured the wholesale grocers present at that time that the Canned Goods Exchange was heartily in accord with their desires, in so far as not to sell to retail grocers, and he was warmly applauded in that sentiment. On his return to Baltimore he got into communication with a number of distributors in the South on the matter, and much interesting business developed from it.

He turned all these letters over to a committee of the Exchange which was appointed to consider the proposition, and which went judiciously about considering the question. It was the report of this committee which was before the house on Tuesday, and the opinion of packers present who discussed the matter of the report, taken in conjunction with the very lucid opinion that the President had expressed, lead to the general agreement that the report of the committee did not properly meet the requirements of the occasion. The President said he wished the members of the Exchange to clearly understand that the real question brought up by the Wholesale Grocers' Association was not entirely upon the selling to a strictly retail party; but the actual meaning of it was to agree not to sell to anyone unless they were in the list that the Wholesale Grocers' Association produced in their Green Book. This immediately brought out the information from a number of packers and brokers present that quite a large number of important wholesale houses in cities of the South were not in any way mentioned in the Green Book, and the effect of adopting the Wholesale Grocers' request as it stood would be to make a virtual boycott upon those parties. It would be manifestly impossible to get packers generally to agree to this; it would be illegal in the State of Maryland to indorse such proceedings, and it would seriously interfere with the business of many firms.

Another point was also strongly made. It seems to be in general evidence that a large majority of the wholesale grocers of the South will sell at retail over their counters, and one large packer said he had been witness to a sale that did not exceed 5c. He considered that retail business. It was, therefore, evident to all present that the Canned Goods Exchange could not lend itself to such business. But, desiring to show the Southern Wholesale Grocers' Association that it was not in antagonism to the propriety of their move when properly carried out, it was decided, upon the motion of Mr, Torsch, of the Torsch Packing Company, to ask the Wholesale Grocers to appoint a committee to work in connection with a similar committee from the Canned Goods Exchange in clearing up the difficulty, so that bona fide wholesale grocers would be protected from actual retailers.

It was shown that it is almost impossible to find a clear distinction as to what constitutes a wholesaler specifically; that this question does to this day and has in the past exercised the members of every line of business in the United States. Mr. Torch's motion was based upon the fact that the method of the mutual committee plan had been adopted by the chinaware manufacturers, and had worked successfully for thirty years up to today.

This is an important matter to packers all over the country, and it seems to involve the question of the ability of an Association to boycott certain firms if it chooses, which is manifestly unjust.

The other specfal matter before the Exchange was as to the adoption of the invitation given by the representatives of the Baltimore Chamber of Commerce to the Canned Goods Exchange to join with various other business organizations under the one head—that is, the Chamber of Commerce. There was a diversified opinion on this subject and there was evidently much to be said on both sides and in many ways. The brokers of the Exchange appeared to be of one mind in respect to the advantage it would give in making quotations upon the values of canned goods, whilst the packers in the Exchange were not certain but what it would destroy the existence of the Canned Goods Exchange in itself. It was also stated on authority that this is not at all a new proposition; that twelve years ago the same proposition was offered the Exchange and other bodies, and it was asserted positively that the Exchange was the only body among them all that even considered it. Secretary A. F. Jones made a strong point when he declared to the members that all the advantages they claim they can get from the Chamber of Commerce, they can get from their own Exchange if they will only step up and demand them. It seemed to be the opinion that the Chamber of Commerce was seeking to increase its revenue and funds and was taking this procedure for that purpose. The position that THE TRADE has always held in respect to this position is that a daily call of canned goods quotations which would be published daily throughout the country would be one of the greatest benefits to the industry; that the matter most important to the packer today is to know not only the actual value of his goods, but to know that his competitor is also informed in that regard. It is recognized that if prices decline, the competitor will soon be informed by the buyer, but, if prices advance, it is the desire of the buyer to purchase from the ignorant man before he gets the information.

The question will come up again at a later date, and we feel confident the Exchange will take wise action in respect to it.

CANNED GOODS EXCHANGE MEETING.

Important Action Regarding Southern Wholesale Grocers' Association—No Action on Consolidation With Chamber of Commerce.

The regular monthly meeting of the Canned Goods Exchange was held at their rooms on September 12, at 2 P. M., and there was a fair attendance present.

After the reading of the minutes of the last meeting and their approval as read, the important matters that were scheduled to come up before this meeting were taken up at once. These questions were the selling to wholesale grocers only, as laid down by the Southern Wholesale Grocers' Association, and the consolidation of the Exchange with the Chamber of Commerce of Baltimore.

Both of these questions had been before the Exchange before, and committees had been appointed to consider them. The question of the manufacturer selling to the etailer is an old one, but has been brought to a head in regard to canned goods by the Southern Wholesale Grocers' Association, a very strong body, covering fourteen States in the South. This body wished to make arrangements, or to mildly insist, that all canned goods packers of Baltimore city and Maryland should refuse to sell any jobber or wholesaler in the territory named, other than those appearing in their Green Book. This Green Book contains all the names of the members of that Association, and are all supposed to be bona-fide wholesalers. But it does not contain *all* the wholesale grocers of the South, and, therefore, discriminates against some, and works a hardship on the packers. Moreover, it does not define what a wholesaler is, in a commercial sense, for it was shown that many so-called retailers bought regularly lots of goods ten times as large as the wholesalers in the same town.

The Exchange was heartily in accord with the Southern Wholesale Grocers' Association in their movement, but, in order to get it down to a mutually satisfactory basis, a resolution was offered and carried, that a committee be appointed by that Association to confer with a like committee from the Exchange to compile a mutual list of wholesale grocers in the States covered by the Association, in lieu of the Green Book, and to interpret properly the meaning of "wholesaler." This resolution was offered by Mr. Torsch, who gave the Exchange valuable advice on the subject through his former connection in other lines of business with this subject, and was substituted in place of the report brought in by the committee appointed by the Exchange to consider the matter.

"Machine Labeling"

Costs 30 per cent Less than Hand Work.

You pay this premium for "Hand Labeling" and get inferior work, because the goods are not labeled neat and uniform, nor secure against rust and discoloration. Is it not time to change?

If skeptical about the advantages of "machine labeling" give it the benefit of the doubt and install a BURT LABELER, if not satisfied with the results obtained, the loss is ours.

Investigate now, or you will defer this matter again.

Burt Machine Company,

Baltimore.

The question of the consolidation of the Exchange with the Chamber of Commerce was reported on favorably by Mr. Hanna, chairman of the committee to consider the matter, and was discussed at length by all present, but no action was taken. There were those who were heartily in favor of the move and others as strongly against it, and, as may be supposed, there were good arguments offered on both sides. The question, however, is still open, and will be settled at a later date.

On motion, the Exchange adjourned.

CORRESPONDENCE.

BALTIMORE, September 9, 1905.

Tomatoes.—The conditions for packing here in Baltimore are unchanged. Packers are still paying 60c. to 70c. per bushel for tomatoes, and not getting nearly enough to run their houses on full time; in fact, were it not for other odds and ends, such as peaches, apples, string beans, sweet potatoes, etc., it would not pay many of the packers here to run their houses for the small quantity of tomatoes coming in.

From all reports we are getting the conditions for packing in the country districts are very much worse than they are here in Baltimore. As you probably know, the bulk of tomatoes in any ordinary season are packed on the Peninsula of Maryland and Delaware. These packers are almost entirely out of the market, not only for future delivery, but for spot delivery. Many of them seem to have reached the point where they have given up the idea of being able to fill their orders, and quite a number of the responsible packers are now buying wherever they can to cover their contracts. This buying on the part of the packers is and has been absorbing most of the tomatoes that have been offered both by country packers and Baltimore packers. We doubt very much if any quantity of No. 3 standard tomatoes can be bought on the Peninsula under 90c. per dozen. Up to this time the season has unquestionably been one of the worst on record. The weather conditions are now all that could be desired, but the situation is apparently not susceptible of much benefit from good weather. The tomatoes, in many cases, are not on the vines, and the best kind of weather will not put them there. If the conditions are as bad as reported and tomatoes are needed, it might be a very good thing to buy them regardless of the fact that present prices seem high. Of course, the mere fact that present prices are high does not necessarily mean that they have got to go lower; conditions justifying, they might just as well go higher.

Corn.—The market is somewhat easier on corn. Packing is going on quite freely, but reports we are getting from various sections of the country seem to indicate that, while the packing in this section will be a good one, yet the entire country will probably show a considerable shortage as compared with last.

With second peas practically 60c. and tomatoes high, corn ought to prove a good seller.

Succotash.—The scarcity of Lima beans this year has caused our packer to withdraw price of 72½c. per dozen, quoted on Maine style succotash, containing green Limas. We can quote you, however, some No. 2 succoe tash, standard quality, packed with white Limas and green corn, Harford county style, at 67½c. per dozen; Maine style at 75c. per dozen, less 1½%, f. o. b. Baltimore.

Lima Beans.—From present indications, there will be a very light pack of Lima beans in this section this year. We are filling some orders for new packed No. 2 standard green Limas at 90c. per dozen, and have some gallons at $4.00 per dozen. These prices, however, are liable to be withdrawn at any moment.

Sauerkraut.—We offer you No 3 standard sauerkraut, for prompt shipment, at 57½c. per dozen, less 1½% f. o. b. Baltimore. This kraut is now being packed and is a little ahead of the regular fall packed kraut. It will be good quality and under an excellent brand.

Oysters.—We are having a good demand for spot oysters, and are quoting some very low prices for future oysters for shipment either from Baltimore or from southern points.

Yours truly, THOMAS G. CRANWELL & CO.

ABERDEEN, MD. Sept. 9, 1905.

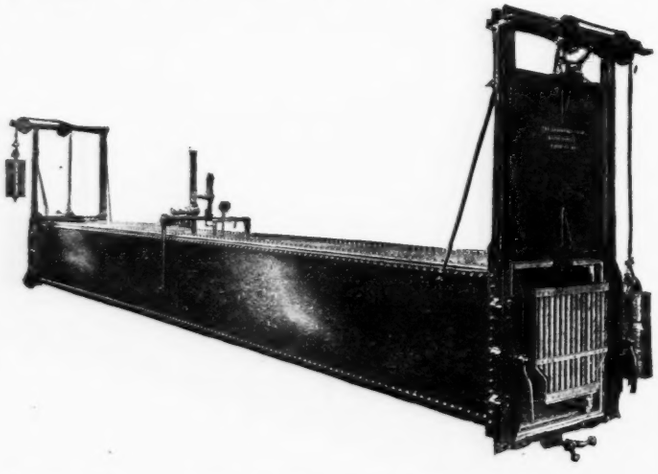
Frenzied Tomatoes More Frenzied.—Heavy damaging rains from Saturday to Monday flooded tomato patches and vines, especially in low places, and they have suffered badly. Packers are not getting this week more than one-third of the raw stock that they anticipated a week ago, and buying orders for account of packers to cover futures still continues. Raw stock is averaging 70c. per bushel, or $20.00 to $25.00 per ton against contract price of $6.00 per ton. The buyer who secures tomatoes at these prices congratulates himself as being fortunate.

Corn.—In Maryland and Delaware corn does not yield like last year, either to grower or packer, and the season as reported will be practically over next week with a number of packers. Buyers are in position to secure some especially good trades in fancy grades at this time at extremely low prices.

Later.—Don't be surprised to see tomatoes higher in the next forty-eight hours.

STRASBAUGH SILVER & CO.

Oyster Steam Box



With Improved Sliding Doors, doing away with the hinged tracks, giving increased service.

EDW. RENNEBURG & SON,

Machine and Boiler Works,

1917 AND 1919 ALICEANNA STREET,

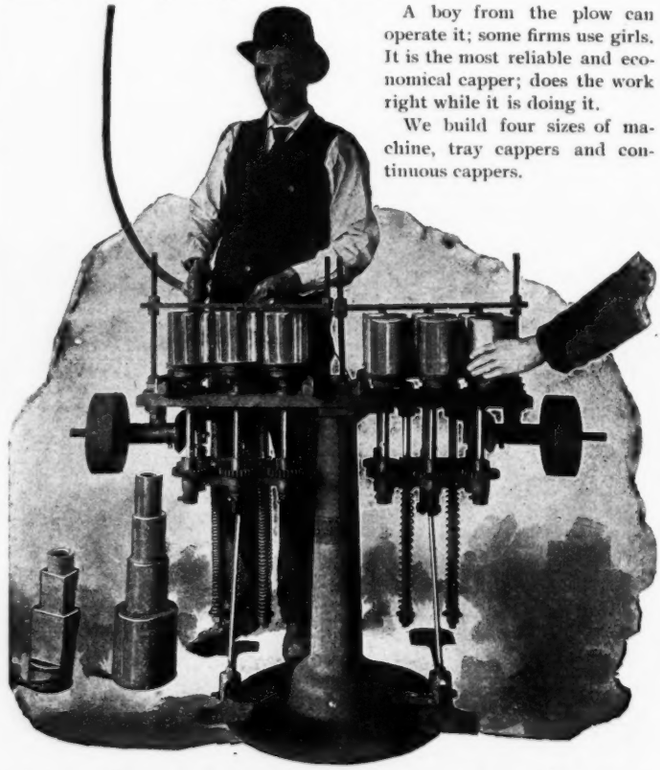
Baltimore, Md.

HOWARD'S CAPPER

Will interest the man that thinks, buys and plans for a canning factory. Our system of capping is now used by the large as well as the small houses. Will cap sample to gallon cans.

A boy from the plow can operate it; some firms use girls. It is the most reliable and economical capper; does the work right while it is doing it.

We build four sizes of machine, tray cappers and continuous cappers.



M. E. HOWARD, Mfr., - - Indianapolis, Ind

Fruit Crops.

GRAND RAPIDS, Sept. 6, 1905.

Peaches are now moving freely, Conklin, Engle, Mammouth, Fitzgerald and Barnards being the principal varieties going out now. Elbertas are just beginning. They will be moving freely next week.

The Pere Marquette Railroad is giving excellent service East, cars arriving in New York for the third morning's market. The Chicago service is very poor, however; the fruit train that is due here at 4 A. M. arriving as late as 12 o'clock on some days.

It is now expected that the crop in the Grand Rapids section will be at least 2,000,000 bushels. Buyers are thick here. Elbertas are selling at 80c. to 85c. per bushel. The Elbertas are extra fine.

All the Michigan first crops are fine, except apples. The trouble with apples is that the old trees are playing out and this is resulting in lessened yields, The growers are planting more trees, however, and it will be only a question of a few years before Michigan again takes rank as one of the greatest apple-producing States in the Union.

MEDINA, N. Y., Sept. 5, 1905.

This section is having its best season in pears, which are selling at $4 per barrel, and the growers are making money. The crop is a good average one and of excellent quality.

The produce merchants are buying every barrel of pears that is offered and paying from a cent and a half to two cents a pound. Bartletts are first in demand, and probably every barrel of them in the county has been contracted for at two cents or upwards, while the other varieties find ready buyers at practically the same figures.

The buyers are so anxious for the fruit that they are furnishing crates and paying for the drawing to market, making the yield net the farmer practically all profit, his only expense being for picking, sorting and packing. Hundreds of wagon-loads of pears are drawn to market every day, and the streets in front of the produce houses are jammed with wagons loaded down with this fruit.

Lee Hooper, owner of the celebrated Evershed property, has sold his entire yield, Bartletts, Kieffers and Sheldons, at 2c. a pound as they come from the trees, which means practically $5 a barrel for the best fruit. The largest orchard of Bartletts is on the old Davis farm, northwest of the village, and upwards of 1,500 barrels will be marketed from this one orchard. This does not include other varieties than Bartlett, of which there will be in the neighborhood of 1,000 barrels. All told, the yield will be the best for the farmer for the past twenty years.—*Fruit Trade Journal and Produce Record.*

WEATHER REPORT.

Maryland and Delaware Section.

Weather.—Practically no rainfall occurred in Maryland and Delaware during the past week, but the weather was cool and generally prtly cloudy. While the deficiency in sunshine was somewhat unfavorable, benefit resulted from the dryness of the air and the absence of rain.

Crops.—Throughout the section late corn remains green, and in Delaware and North-Central and Western Maryland the cutting of the earliest fodder has but little more than commenced. The outlook for a large yield of corn is unchanged, disappointing results being indicated only on light soil in the southern section. During the past week, owing to drier weather, the crop advanced somewhat more rapidly than heretofore, and there now seems to be no dauger of injury from frost, except possibly in the extreme wesi. A good yield of clover seed is being realized.

Fruits.—The peach crop is nearly exhausted, but pears and apples are plentiful and of excellent quality. Late apples are holding on well.

Minor Crops.—The scarcity of tomatoes for canning is very marked. Sugar corn is being canned, with a good supply.

C. F. VON HERRMANN, Section Director.

CANNED GOODS ARE TOO CHEAP!

WAREHOUSING Frost Proof. No Cartage.

MONEY PLENTY Storage rate, insurance and interest charges for loans are the lowest in the country.

Canned Goods Exported and Imported, bought and sold on commission. *Correspondence solicited.*

FRANKLYN SPIESE, Broker,

1214 Arch Street, Philadelphia, Pa.

The Point

To consider in estimating the value of a flux is its EFFICIENCY for the work which it is designed to perform. Does it prevent the formation of dross on the steels? Does it leave the work clean after the solder has been applied? Does it make the solder flow freely? Does it do all these things to perfection?

Standard Soldering Flux

Does all these things perfectly and does them all the time.

Next week I'll tell you another reason why you should use my flux.

MANUFACTURED BY

MARLOU CHEMICAL CO.,

JERSEY CITY, NEW JERSEY.

S. O. RANDALL,
MARINE BANK BLDG., BALTIMORE, MD.
Southern Agent.

Canning Items.

New Firms, Changes, Incorporations, Fires, Improvements, Items of Interest.

California.

Fresno, Cal.—Articles of incorporation of the Central California Raisin Packing Company have been filed. The term of incorporation is fifty years and the capital stock $800,000, divided into 8,000 shares. The directors named are the ones heretofore announced, with one exception: A. Gartenlaub, D. J. Gugenheime, L. D. Gray, C. W. Griffin and George N. Armsby, representing the packers, and A. W. Goodfellow, M. F. Tarpey, W. B. Nichols, C. M. Blowers and A. P. Jordan for the growers' company.

Bridgeville, Del.—Many tomato growers about Bridgeville who contracted at a low figure with the canners are refusing to deliver, as buyers for concerns in other places are offering double the contract price.

Indiana.

Anderson, Ind.—After an expenditure of nearly $75,000 in establishing the plant, machinery has been set in motion in the factory of the Anderson Canning Company. It was decided to begin operations August 21, and during the next seven or eight weeks it is expected that the local plant will can all of the sweet corn produced on 3,400 acres of land in the vicinity of this city. Corn exclusively will be canned at the local plant, which is the largest in the Central States and the second largest in the United States. Grafton Johnson, of Greenwood, is at the head of the company.

Peru, Ind.—The canning factory is now in full operation with the employment of about 150 people, men, women and children. Pliny M. Crume and Joseph Bergman, the gentlemen in charge of the plant, express the opinion that next year the concern will be running in full blast with a complement of no less than 300 hands.

Louisiana.

New Orleans, La.—The Barataria Canning Company is handling much shrimp at Shell Beach, where it established a depot recently. About twenty-five skiffs are engaged in gathering the shell fish on Lake Borgne and adjacent waters, and local fishermen receive $2 per barrel for their catch. Large shipments are made via rail to the company's plants in Mississippi and Louisiana.

Buckfield, Me.—The corn-packing factory of the Portland Packing Company commenced operations Saturday, September 2, with a large output.

Augusta, Me.—Work will begin at the Pittsfield corn factory the first of the week. Deputy Sheriff J. D. M. Foster has been inspecting the corn crop for the past few days and reports that the crops will be as good as the average if the frosts hold off for a time. In some portions of the territory covered the corn has already suffered from frost. The want of water has also injured the crop somewhat, it is understood.

Lewiston, Me.—On Monday, September 4, the Minot Packing Company began their fall work, which will consist mainly of packing corn, although a considerable quantity of beans will also be canned.

Bangor, Me.—The blueberry canning factory at Columbia Falls, owned by J. A. Coffin, together with a tenement house owned by J. A Cradon and occupied by W. E. Doherty, were destroyed by fire recently. How the fire originated is unknown. The loss will be about $12,000.

Rockland, Me.—A report from here says: The corn-canning industry will begin soon. At the Corinna cannery the pack will probably be in the neighborhood of 500,000 and at Pittsfield will probably be about the same, while at East Corinth they will pack about 400,000 cans. Work at the Corinna plant commenced Saturday, September 2, while at Pittsfield and East Corinth operations commenced Monday, September 4. The corn crop now is conceded to be above the average, but the farmers having a large acreage of corn standing are fearful of the result if some rain doesn't put in appearaance in the near future. Up to the present time no frost has been experienced.

Easton, Md.—The packers of tomatoes in Talbot county are following the example of Charles T. Wrightson by voluntarily raising the price from $6.50 a ton for tomatoes, their contract price with the farmers growing them, to $7 a ton, which is greatly appreciated by the growers, as the crops of most of them will fall far short of an average crop, owing to the wet and unfavorabls season they have had.

Jeffrey Machinery

—FOR—

CANNERS AND PACKERS

—*INCLUDES*—

Conveyors for Crates, Boxes and Baskets Endless Apron Carriers.

Peeling Tables, Basket, Package and Barrel Elevators, Chain Belting

CATALOGUES FREE.

THE JEFFREY MANUFACTURING CO.

COLUMBUS, OHIO.

New York. Chicago. Pittsburg. Denver. Knoxville. Charleston, W. Va.

GEO. W. ZASTROW,

MECHANICAL ENGINEER,

1404 to 1410 Thames St., BALTIMORE, MD.

IMPROVED STEEL PROCESS KETTLE.

Manufactured to hold 800, 1,000 and 1,200 2-lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process.

"The Can Without the Cap Hole"

The Only Can

For Fall and Winter Pack.

Apples, Peaches, Pears, Sweet-Potatoes,
Kraut, Spinach, Beets, Hominy,
Baked Beans, and Soups.

SANITARY CANS
SEALED WITHOUT
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SANITARY CAN COMPANY,

Factory, FAIRPORT, N. Y. **N. Y. Office, 105 HUDSON ST.**

OUR CANS ARE MANUFACTURED UNDER MAX AMS PATENTS.

WRITE FOR BOOKLET AND SAMPLE CAN.

Nebraska.

Nebraska City, Neb.—The Otoe Preserving Company commenced to can corn recently. It will employ about 500 persons during the corn season and expects to pack more than 2,000,000 cans of corn this season. The sweet corn crop is unusually large and of fine quality.

New Jersey.

Trenton, N. J., Sept. 5.—Four South Jersey tomato farmers are defendants in the Court of Chancery. They are sued to prevent them selling their crop of tomatoes in violation of alleged contracts. The cases were Fogg & Hires, canners, of Salem, vs. Charles M. Powers and William Dunn, and the Stanwix Canning Company vs. George Leow and George E. Jones. It is charged that the defendants have agreed to sell their crops to other parties after signing contracts with the complainants. It is said the price in the agreement of the complainants is much lower than that offered by competing concerns.

Salem, N. J., Sept. 2.—For miles around Canton the roads are lined with posters announcing that "the highest price will be paid for tomatoes at the wharf—10,000 baskets wanted," and the farmers cannot resist the temptation to drive to the wharf rather than to the local cannery. One load, containing 72 baskets, coming 14 miles, took the road to the high bidder, and the farmer received $15.84 and was given 72 new baskets to take home. The competition between outside buyers and the canning firms is still keen. The latter have increased the price from $6 to $8 per ton, although the former price was what was contracted for. One man sold a load to an outside buyer, but the home firm secured an injunction and he must deliver according to contract. Some of the growers have positively refused to sell to the outside buyers, even though offered double what they are getting at the canneries, and they expect the local firms to look after them next year.

Fairport, N. Y.—The Cobb Preserving Co.'s plant at this place has been in operation the entire season, packing a full line of fruits and vegetables in sanitary cans. They are now canning plums, pears and corn. The item in last week's issue, stating the company would start up September 1 referred to their Canandaigua plant, which is now working on peaches and apples.

Delta, N. Y.—Olney & Floyd, have finished canning beans. A large crop was harvested.

Oneida, N. Y., Sept. 4.—The local canning company has began to receive shipments of sweet corn from its contracts in the southern part of the State, two carloads having been received from Norwich within a day or two. The company reports that its crop of string beans is the best ever canned in the local plant.

Syracuse, N. Y.—A fire of an unknown origin, but believed to have been incendiary, broke out in the frame building owned by the Woerner Preserving Company at 4.45 o'clock Friday, September 1, and the firemen were forced to look on while it burned to the ground, because no water was at hand. The building was 140 feet by 50 feet and had two stories and a basement. It originally cost $15,000 to erect it. The Woerner Preserving Company, it is said, turned over $15,000 worth of stock for the plant. William A. Wynkoop, president of the Woerner Preserving Company, said that the structure was valued at about $8,000, and that it was partially covered by insurance.

Pennsylvania.

Fogelsville, Pa.—The Fogelsville Canning Company is very busy canning corn and apples.

Texas.

Gause, Tex.—Mr. J. A. Millican has started a canning factory near Gause and bought one car of cans. The fruit he has canned consists principally of tomatoes and peaches, both of which crops are very fine in this section this season.

Utah.

Ogden, Utah.—A report from Ogden, Utah, under date of August 29, says: The canning factories are preparing to start work on the tomato crop, and by the middle or the last of the present week will have started active work. Already most of the companies have made test runs. That the crop will be short, there is no doubt, and most of the canning companies are figuring on but a small per cent. of the stock received last year. The nearest estimate that can be made is from the reports of the field superintendents, which is the same as two weeks ago, and shows a shortage of about 70%. The Utah Canning Company made a test run on Saturday to see if the machinery was in good order, and expects to begin active work on Wednesday of the present week. George Matson, manager, expects to put up 50% of the output of last season at the two canneries in Ogden and Brigham City, and that will be about half of the tomatoes that will be canned in the State this year.

Virginia.

Martinsville, Va.—Martinsville Canning Company, incorporated; incorporators, T. G. Burch, president; E. J. Davis, vice-president; J. W. Carter, director; W. W. Hamilton, secretary and treasurer, all of Martinsville, Va. Capital stock—Maximum, $15,000; minimum, $10,000. Objects and purposes—For canning and preserving vegetables, fruits, etc.

THE WOERNER CAPPING MACHINE.

It is a power capper requiring less than one horse power to operate. Two half-grown boys, with no previous experience can cap from 12,000 to 20,000 3-pound cans per day.

Without any adjustment it will cap one and two-pound cans equally as well as three-pound cans, without risk or worry. It is always ready for work for a large or small quantity as desired.

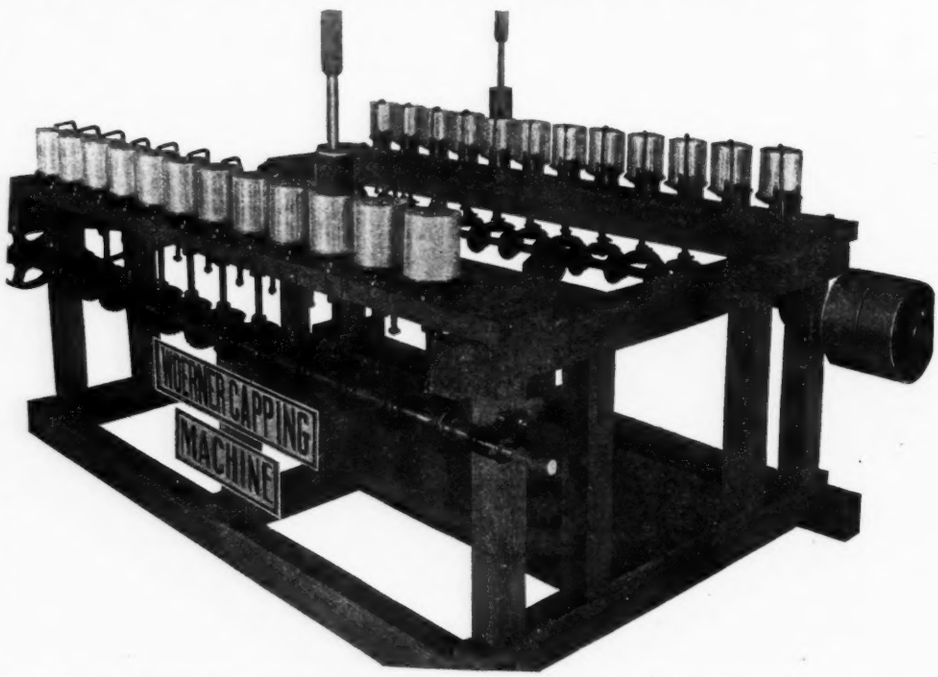
It prevents strikes on capping in your factory, as any boy or man, with no knowledge of capping, can do the work as well as a professional.

When you receive the machine from the railroad company it is all ready to belt up and go to work. No guess coming from anyone.

It will do better work than any of the high priced machines. No machinist is required to keep it in running order, nor any high priced gas apparatus to run it, simply Clark's Oil System or gasolene pressure, nothing more.

It is not a new machine but a well tried capper. I have had it in use for twenty-seven years, making the necessary improvements from time to time. I am therefore able to give you the benefit of my own practical experience for this length of time.

It requires no one to look after it, as it can not get out of order and will last a lifetime.



It will cap your cans, any size opening, at an expense of less than three cents per 100 cans. This expense is less than any other capper will show.

It requires four and a half by seven feet of floor space. It has a tight and loose pulley, and should run at a speed of about sixty, and not over seventy, revolutions.

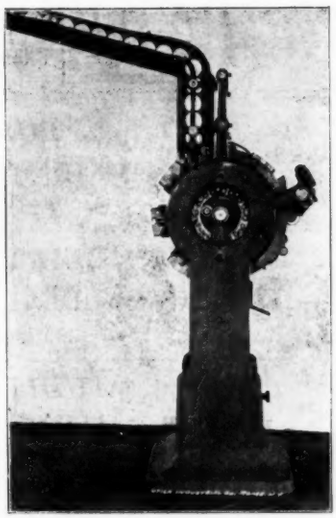
It is the cheapest and best capper now on the market, costing $300, F. O. B. cars, Liverpool, N. Y. We have two of the cappers in use ourselves, and now we have one on hand to ship. We will always keep from one to three on hand to avoid disappointment in shipping.

DAVID C. WOERNER, Liverpool, N. Y.

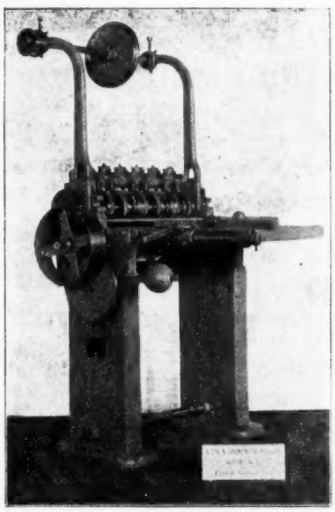
S. O. RANDALL,
416 Marine Bank Bldg., Baltimore,
Southern Agent.

This illustrates the Most Perfect Machine for

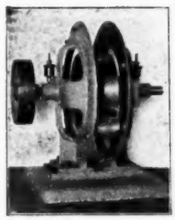
Heading RoundCans



It is continuous in operation and almost noiseless. These machines are heading 130 condensed milk cans per minute, which is much less than their capacity. The bottoms are Tagger's tin, very difficult to handle in other machines. If bodies are of uniform size, no crimping is required.



Diligent study of the Slitter problem has made it possible for the inventor of this machine to perfect it in every particular and it stands far in advance of all Slitters heretofore offered. It is operated by a single belt, the Automatic feed, receiving and discharge rolls and cutter shafts being perfectly timed by cut steel gears. No slitter operated by two belts can produe like results.



This Crimper is of new and unequaled design. It is quickly adjustable to different diameters and without change of parts. The crimping rings are only adjustable laterally and cannot be put out of axial adjustment. Its capacity is without limit in speed.

We Manufacture

Seamers, Floaters, Testers, making a complete line of High-speed Fruit Can machines of unequaled design and construction.

Catalog Mailed on Application

Utica Industrial Co.

UTICA, N. Y.

OUR

SOLDER

Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,

737 EAST PRATT STREET

BALTIMORE, MD.

A Canner's Trust

has to be placed in the machinery and appliances he uses, therefore a fhrifty packer will look up these now and see that they are all in good working order, and that he is well supplied.

We can Supply the Stock of

Crane Fixtures, Crates, Fixtures, Fire Pots, Burners, Valves, Furnace Doors, Grate Bars, Gasoline and Air Tanks, Jacket Kettles, Scalding Baskets, Steam Gauges, Trucks, Fruit knives and Parers, Capping and Tipping Coppers, Hand Cappers, Steels, etc., all at lowest prices. And

Tomato Scalders. Process Kettles. *Order at Once*

A. K. ROBINS & CO.

(S. M. SINDALL.)

AGENTS FOR

King, Queen,
Moore & Bristols,
and Stevenson,s
TOMATO FILLERS.

726 E. PRATT ST., BALTIMORE, MD.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

THE GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

The Eby Tomato Corer and Pineapple Eye Remover.

Just what the Canners have been looking for, cuts the core and eyes out core shape, does the work neatly and fast; saves fruit, labor and money.

Price per dozen, - $6.00

Price for one by mail, post paid 75c

Address all orders to

P. J. EBY,

TROTWOOD, O.

AT THE THEATRES

Week of September 18, 1905.

FORD'S.

MAID AND THE MUMMY.

Matinees Wednesday and Saturday.

MARYLAND.

KEITH'S VAUDEVILLE ATTRACTIONS.

Matinee Daily.

AUDITORIUM.

MARY MARBLE

IN

NANCY BROWN.

Matinees Monday, Tuesday, Wednesday, and Saturday.

HOLLIDAY ST.

QUEEN OF THE HIGHBINDERS.

Matinees Monday, Wednesday and Saturday.

BLANEY'S.

MYSTERIES OF NEW YORK.

Matinees Monday, Wednesday, Friday and Saturday.

MONUMENTAL.

THE AVENUE GIRLS.

Matinee Daily.

It's not too early

TO LOOK FORWARD TO

NEXT SEASON'S PACK.

Our new catalogue of Monitor Pea Graders, Pea Cleaners, String Bean Graders, String Bean Cutters, Can Fillers will soon be issued and we should like to have you receive a copy. Place your name now on our mailing list.

If you are interested in the best way of blanching peas write at once for special folder on the ***Monitor Whirlpool Pea Blancher.***

It's a whirlpool in action and does its work better than any scheme now in use.

The ***Monitor Whirlpool Blancher*** is not an experiment or an untried machine.

For the past year we have had these machines in use "trying them out" in the best canning factories in the country and not in a single case have they failed to produce better results than our claims.

We do not hesitate to say that unquestionably in less than two years time the ***Monitor Whirlpool Pea Blancher*** will be the standard machine in the country for blanching peas.

Everyone who investigates the work of this machine gives it the same hearty indorsement as have the many users the past season.

Write today for special folder descriptive of this machine. Already orders are coming in for next seasons use and we do not want anyone to be disappointed.

Huntley Mfg. Co. Silver Creek, N. Y.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

	Cash.	Regular.
Standard 2s	$	50 .....
" 3s	.....	57½ 70
" Gallons	.....	1 65 1 90

BAKED BEANS.

Lunch 1s	$ 31 42
" 2s	.... 40 70
Tall 2s	.... 40 70
" 3s	.... 55 90

BEANS.

Green String 2s	$ 50 75
" " 3s	.... 75 90
" " Gallons	.... 2 00 2 25
White Wax 2s	.... 45 65
" " 3s	.... 80 90
" " Gallons	.... 1 75 2 00
Refugee 2s	.... 80 .....
" Extras, 2s	.... 1 25 1 50
Green Lima 2s	 90
" " small 2s	.... 1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$ .... 57½ .....
" Extra Fancy Preserved Strawberries	.... 1 20 1 25
No. 1 Ex. Pres. Strawberries	.... 75 .....
" 2 Standard Raspberries	.... 70 .....
" Ex. Pres. Red Raspberries	.... 1 20 .....
" Standard Blackberries	.... 70 .....
" 3 " "	....
" 2 Extra Blackberries	.... 1 20 .....
" " Fancy "	....
" Standard Gooseberries	.... 70 .....
" " Blueberries	.... 65 .....

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$ 70
" " Pres	.... 1 00 1 10
Blueberries, 2s	 65
Strawberries, 2s	.... 55 60
" Preserved 1s	.... 75 80
" " 2s	.... 1 10 1 30
" Gallons	....
Gooseberries, 2s	.... 70 75
Raspberries, Red 2s	.... 65 70
" " Preserved	.... 1 00 1 25
" Black 2s	.... 65 70
" " Preserved	.... 1 15 1 20

CHERRIES.

Red 2s	$ 55 60
White 2s	.... 1 10 1 20
Extra White	.... 1 25 1 30

CORN.

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$ 60
" New York or Maine Style	.... 55 70
" Seconds, Soaked	....
" Standard, Evergreen	.... 50 55

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$ 52½ 60
" New York or Maine Style	.... 65 75
" Seconds	....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co	$ .... 52½ .....
" " " Dry Packed	.... 60 .....
" Ex. Sugar Corn, fine qual., dry pk'd.	.... 75 .....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$ 52½ 57½
" New York or Maine Style Dry Pack	.... 55 60
" Seconds " " "	 52

CORN AND TOMATOES.

No. 2	$ .... 65 .....
No. 3	....

OKRA.

Standard 2s	$ 70
" 3s	 90

OKRA AND TOMATOES.

No. 2	$ 57½ 60
No. 3	..... 70 75

OYSTERS.

2s, 4 Ounce	$ .... 75 .....
1s, 5 "	.... 80 90
1s, 8 "	.... 1 40 1 45
2s, 10 "	.... 1 50 1 65
1s, Light Weight	.... 45 47½
2s, Light Weight	....
1s, Lunch Tins	....
1s, 6 Ounce Selects	....
2s, 12 " "	....

OYSTERS—Continued.

T. G. CRANWELL & CO., Brokers, Baltimore.

	Cash.	Regular.
No. 1 Extra Lunch	$	1 00 .....
" 2 "	....	....
5 oz. No. 1 Standards	....	 75
10 " "	....	..... 1 50
5 oz. Standards, tall cans	....	75 .....
10 " " "	....	1 50 .....
4 oz. No. 1 Cove	....	70 .....
8 " 2 "	....	1 35 .....
No. 1 Light Weights	....	42½ .....
" 2 " "	....	85 .....

PEARS.

Bartlett 2s	$ ..... 65 ....
" 3s	..... 75 ....
Extra Bartlett 2s	....
" " 3s	....

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$ 1 50 1 60
" Seconds, "	.... 1 25 1 35
" Pie Unpeeled	.... 80 90

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$ 1 60
3-lb. " Selected " "	.... 1 80
No. 3 Standard, Yellow, Balto. packed	.... 1 50
" Seconds, Yellow	.... 1 25
" " White	.... 1 20
2-lb. " Peaches	 90
No. 2 Standard, Yellow	.... 1 10 1 20
" " White	.... 1 10 1 15
Gallons, Pie	.... 3 00 3 10
3-lb. Pie	.... 85 90

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$ .... 85 .....
" " Peeled	.... 1 10 .....
Gallon Pies, Unpeeled	.... 2 75 .....
" " Peeled	....
No. 2 Seconds, White	.... 90 .....
" " Yellow	.... 95 .....
No. 3 Seconds, White	.... 1 20 .....
" " Yellow	.... 1 25 .....
No. 2 Standards, White	.... 1 00 .....
" " Yellow	.... 1 05 .....
No. 3 Standards, White	.... 1 50 .....
" " Yellow	.... 1 50 ....
" Ex. Selected, Yellow	.... 1 75 .....

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$ 70 75
" " " Sifted	.... 85 90
" " " 2ds, labeled Standard	.... 55 60
" Soaks	.... 40 45
" Seconds	.... 55 60
" Marrowfat, Full Standard	.... 65 70
" Extra Sifted	.... 1 10 1 35
" Petit Poi	.... 1 45 1 75

T. G. CRANWELL & Co., Brokers, Baltimore

No. 2 Second Marrowfat	$ .... 55 .....
" Standard " White	.... 65 .....
" Second Early June	.... 55 .....
" Standard "	.... 65 .....
" Extra "	.... 75 .....
" Sifted "	.... 90 1 00
Ex. Sifted "	.... 1 25 1 40
Ex. Fan. Sf'd " Petit Pois	.... 1 60 1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless	.... 75 80
" 2s, " "	.... 1 00 1 10
Extra 1s, Cocktail	.... 85 90
" 2s, "	....
" 1s, Grated	.... 85 90
" 2s, "	.... 1 80 1 90
Extra 1s, Eyeless and Coreless	....
" 2s, "	.... 1 50 1 60
" 1s, Grated	....
" 2s, "	.... 1 55 1 65
Preserved 2s, Eyeless and Coreless	.... 1 80 1 90
" " Grated	.... 1 80 1 90
Seconds 2s, Sliced	.... 70 90
Pie Grated 3s	 70
Pie Grated, Gallons	.... 2 10 .....

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$ .... 70 .....
" " Eyeless and Coreless	.... 85 .....
" Standards, Not Eyeless	.... 90 .....
" " Eyeless and Coreless	.... 1 00 .....
" Ex. " " "	.... 1 30 .....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.... 90 .....
" " Grated	.... 90 .....
" " Cocktail	.... 90 .....
No. 2 Extra Fancy Grated	.... 1 75 .....
No. 3 Pie Grated, in Water	.... 65 .....
" " in Syrup	.... 70 .....
Gallon " in Water	.... 1 80 .....
" " in Syrup	.... 1 90 .....

TOMATOES.

	Cash.		Regular.	
T. J. MEEHAN & CO., Brokers, Baltimore.				
No. 3 Full Standards	.....	.....	95	.....
" Seconds	.....	.....	85	.....
No. 2 Full Standards	.....	.....	65	.....
" Seconds	.....	.....	57½	.....
Gallons, Standard	.....	.....	2 25	2 30
J. L. ROWLAND & BRO., Brokers, Baltimore.				
No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....
H. H. TAYLOR & SON, Brokers, Baltimore.				
No. 3 Full Standard	.....	.....	92½	95
" Seconds, Labeled Standards	.....	.....	80	85
No. 2 Full Standards	.....	.....	.....	65
" Seconds, Labeled Standards	.....	.....	55	60
T. G. CRANWELL & CO., Brokers, Baltimore.				
No. 2 Standard Tomatoes	70	.....	.....	.....
" 3 " "	95	1 00	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	1 20	.....	.....	.....
" 3 Second Tomatoes	80	.....	.....	.....
" 2 "	57	.....	.....	.....
Gallon Standard Tomatoes	3 00	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	2 50 @	2 60
" Maryland gallons	2 00	2 25
APRICOTS—California Standards 2½s	.....	1 60
ASPARAGUS—Oyster Bay	3 75	4 00
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 00	1 25
" No. 2 String, Southern	65	67½
" Baked, No. 3	72½	75
" N Y. String, 2s	1 00	1 50
CORN—No. 2 New York State	80	85
" " Maine	1 05	1 10
" " Southern	77½	80
" " Western, 2s	75	80
LOBSTER—Flats, ½-lb	1 85	2 05
" flats, 1-lb	3 50	3 75
OYSTERS—5 Ounce Standards	82½	92½
" 2-lb. 10 Ounce	1 55	1 75
PEACHES—2½-lb. Siandard, California Yellow	1 65	1 70
" 3-lb. Extra, California Yellow	2 45	2 50
" Southern Standard 3s	1 20	1 45
PEARS—California 2½-lb	1 50	1 75
PEAS—No. 2 Early June Extra Sifted	1 35	1 50
" " " " Sifted	1 05	1 20
" " " " Standard	75	80
" " " " Seconds	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 75	1 85
" " Grated	1 75	1 90
" Standards	1 20	.....
" Gallon Pie, Grated	2 10	2 50
PUMPKIN—No. 3	50	65
" Gallon	2 00	.....
SALMON—Columbia River talls, 1-lb	1 65	1 75
" " " flats, 1-lb	.....	1 85
" " " " ½-lb	1 05	1 10
" Alaska Red, talls, 1-lb	1 02½	1 13½
" Medium Red, talls, 1-lb	1 00	.....
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	.....	.....
" " talls, 1-lb	1 60	1 67½
" " flats, ½-lb	.....	.....
" Alaska Pink, talls, 1-lb	87½	90
" Cohoes, talls, 1-lb	1 05	.....
" Cohoes, flats, 1-lb	1 15	1 17½
STRAWBERRIES—Gallons	4 25	.....
" Standard 2s	1 30	1 40
SUCCOTASH—Maine pack, 2s	80	85
" other pack, 2s	75	80
TOMATOES—No. 2 Standard Maryland	.....	65
" No. 3 " "	85	.....
" No. 3 " New Jersey	87½	90
" Gallons, Maryland	2 25	.....
" Gallons, Jersey	2 35	.....

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	$ 19	18	17
Wire Coil	19	18	17
Wire Segments			

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H	13 00 "
No. 2 P. H	13 50 "
No. 3 P. H	17 00 "
Gallon P. H	42 50 "
No. 3 Jersey P. H., Standard,	18 00 "

SOLDER HEMMED CAPS.

S. H. $ .85 P. H. $1 30 P. A. H. $1 70 per thousand.

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1, 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 83	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 71	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 50	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 45	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	4 01	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$32 55	33 ¼	.....	.....
Malacca	32 55	33 70	.....	.....

PIG LEAD.

Omaha	$ 5 10	5 25	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2 11-16 in.	4 in.
No. 2 Cans	3⅜ in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	6⅞ in.

All outside measure at largest parts.

EDWARD GUDEMAN, Ph. D.

Consulting Chemist *Chemical Engineer*

LEGAL AND TECHNICAL EXPERT

Special Attention Given to Food Products and Beverages: Candies, Canned Goods, Cereals, Distilled Liquors, Fats, Meats, Starches, Sugars, Vinegars, Waters, Colors, Preservatives, etc.

Suite 903-4 Postal Telegraph Bldg., Chicago, Ill.

NATIONAL CAN CO.

Oyster, Fruit and Vegetable

CANS

STANDARD SIZE AND QUALITY.

CAPACITY: 100,000 PER DAY

ONLY THE BEST COKE TIN PLATE USED IN MAKING CANS.

GET OUR PRICES BEFORE BUYING.

United States Cipher Code.

121 N. Caroline Street,

Baltimore, Md.

HEYDEN SUGAR CRYSTALS

NOT a PRESERVATIVE, but a SWEETENER.

PURER, CLEANER, MORE HEALTHFUL, CHEAPER AND BETTER TO USE THAN CANE SUGAR.

WRITE FOR AUTHORITIES.

Branches: Boston, Chicago, Philadelphia, Providence, Montreal, Hamilton, } Canada.

LOCAL WESTERN AGENT:
E. E. MANHARD, - Waterloo, Iowa.
LOCAL SOUTHERN AGENT:
R. C. GRIFFITH & CO., Baltimore, Md,
LOCAL N. Y. STATE AGENT:
W. H. SMITH. - Le Roy, N. Y.

A. KLIPSTEIN & CO.,
122 Pearl Street,
NEW YORK CITY.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS, BERRIES, Etc. SAMPLES FREE.

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. 400-401 MARINE BANK BLDG., BALTIMORE, MD.

ESTABLISHED 1870.

MAIER'S EXCELSIOR SILVER LACQUER

Just what you want for rusty cans.

Will cover rusty spots and bring your cans back to their original color and your goods will look like fresh packed.

PUT UP IN 1, 2, 3, 5 AND 10 GALLON CANS.

JOHN G. MAIER'S SONS,
MANUFACTURERS OF
LACQUERS AND PAINTS,
ALL COLORS.
STAINS, VARNISHES ETC.
BALTIMORE, MD.

CANTON BOX COMPANY,
2501 to 2515 Boston St.,
BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

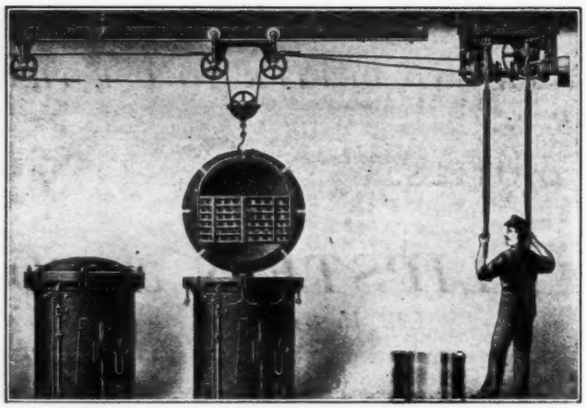
me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman,

26 Milton Ave., Baltimore, Md.

BETHLEHEM

BEST HOIST EVER BUILT.



Friction Clutches Throughout.
Sure Limit Stops. Greatest Daily Capacity.
MOST DURABLE.
No Hard Work For Operator.

MANUFACTURED BY

BETHLEHEM FOUNDRY AND MACHINE COMPANY,

SOUTH BETHLEHEM, PA.

We are Specialists in Hoisting Machinery.

The Grasshoppers of 1905 . . . .

Have flown beyond all other machines for washing and scalding tomatoes.

The new sliding gear transmission makes them go easier. They are known as the only perfect scalder. Very prompt delivery for this season.

Our Single and Double Dump Hand Scalders Have No Equal.

Oyster Steam Boxes

With all modern improvements, and any length. Get our prices.

We manufacture a full line of Canning Machinery; our Catalogue for the asking.

GOOD AGENTS WANTED.

VANCE & BAKER MANUFACTURING CO.

MUSCATINE, IOWA.

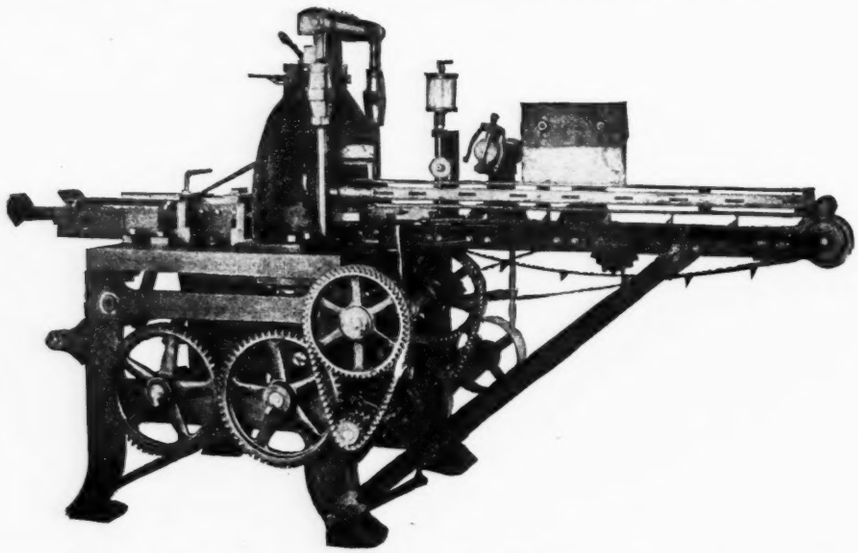
STEVENSON'S

LATEST IMPROVED SIDE SEAM LOCKING AND SOLDERING MACHINE.

PATENTED NOVEMBER 19, 1901. OTHER PATENTS PENDING.

This cut is a rep resentation of our latest improved lock seam body forming machine with side seam soldering device combined.

The capacity of the machine is 50,000 bodies per day.



An important feature of this machine is its quick adjustment to the size can to be made.

Price on application.

We also manufacture AUTOMATIC HEADERS, FLOATERS, CRIMPERS, CAN TESTERS, POWER PRESSES, &c.
Machinery of all kinds Built to Order and Repaired.

STEVENSON & CO., 601-7 S. Caroline St., BALTIMORE, MD.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

WANTED—Thoroughly experienced operator for Hawkins Capper; also competent man to work Climax Capper. Address, with full particulars, Peninsular, care of The Trade.

WANTED—A competent man to superintend Canning factory, packing Sweet Corn only. Must understand machinery, and know how to handle help. Address, W. C., care The Trade, Baltimore, Md.

WANTED—Do you realize that there are more technical and business positions open for competent men than available men to fill them. We have today over 3,000 positions on our books for technical, sales, executive, clerical and advertising men at salaries ranging from $600 to $10,000. Is the position you are looking for among them? Our free booklet tells you how to find out; offices in 12 cities. Hapgoods, Suite 511, 309 Broadway, New York city.

SITUATIONS WANTED.

WANTED—Position as processor in first class plant packing peas, corn, beans, apples and tomatoes. Expert on Maine style corn and dry pumpkin. Will sign for moderate salary until January 1, if preference is given, after approval, for 1906. Western or southern factory preferred. Address, stating what you have to Western, care of The Trade.

POSITION WANTED.—An all around preserver, Ketchup, Sauce or Mustard Maker, Understanding Canning, Pickling and Salting, with the best of references and years of experience, is open for position. Address Preserver, 213 Couti St., Mobile, Ala.

POSITION WANTED—By experienced, superintendent and processor, who understands packing of fruits and vegetables, also baked beans and sauer kraut, etc.; experienced in the manufacturing of high and low grade jams, jellies, preserves, and catsups, also the making of pulp for same. Understand the growing of canners' crops. Three years' experience on the road and at present control large trade in catsup, etc. Am strictly temperate and can furnish best of reference. Address G, care of The Trade.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Now at liberty to engage with reliable established firm as Superintendent or Manager for 1905. Expert Corn and Pea Processor. Over twenty years experience in packing all kinds of fruits, vegetables and meats. Can build plant and set up all machinery if necessary. Have successfully managed all classes of help. Can furnish as good references as any man in the business. Have connections with very best wholesale houses east and west, and can aid you in selling your goods and extending your business. If you are willing to pay for experience and reliability, let me hear from you. Address, "New York," care of THE TRADE.

Condensed Soup Chef. Makes highest grade and largest selling condensed soup on the market at present. Has had long experience and is thoroughly competent to make the goods and run the department. Would prefer to hear only from firms who would manufacture on a large scale. Address A. Z., care of The Trade.

POSITION WANTED—By processor and manager of 20 years experience. Can equip and manage all departments of factory or farm, good manager of help and familiar with all the latest and most approved machinery and methods. Corn, Peas and Baked Beans a specialty, also a full summer and winter line of fruits, vegetables, oysters, shrimp, etc. References from most progressive Canners. Address, Experience, 212 N.Gilmor St., Baltimore, Md.

WANTED—Position as processor. My specialty is fruit preserving, Jelly making, compounding whole fruits syrups, and jams. Over 25 years experience. Address P. J. E. 310 S. Carlton Ave. Baltimore.

WANTED—Responsible position with canning factory of large capacity, preferably one which is operated all the year. Competent to take entire charge. Reference. Address, Alfred Bilderback, Genl. Delivery, Phila. Pa.

WANTED—A Position as Processor, have had ten (10) years experience in packing and canning all kinds of fruits, tomatoes, beans and pumpkins, can give the best of reference. Address, A. C. A., Box 213 Delhi, Ontario, Can.

FOR SALE CHEAP.

1 California Body Maker, manufactured by The United Mfg. Co., of San Francisco, Cal.

SLAYSMAN & CO.
200 W. Falls Ave.
Baltimore, Md.

Kraut Manufacturers' Attention

Reduced Prices of

CORE CUTTERS FOR 1905

Every Kraut Manufacturer should have one.
Saves 15% of your Cabbage.
Gives the Kraut a better Flavor.

Made in Two Sizes at Reduced Prices

So that Every Kraut Manufacturer Can Afford To Use Them.

You can't make good Kraut without it.

Two New Sizes
—OF—
Kraut Cutters

at Reduced Prices.

Write for Catalogue.

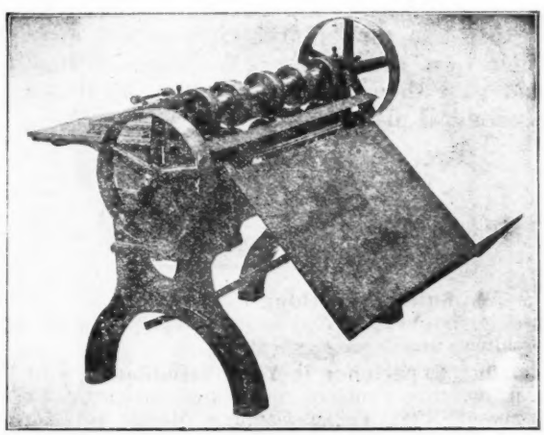
JOHN E. SMITH'S SONS CO.,
BUFFALO, N. Y. U. S. A.

A good Recipe for making Sauer Kraut mailed on application.

Gang Slitting Machine,

Hand Feed.

The IMPROVED GANG SLITTING MACHINE we illustrate below is designed for the manufacturers of Cans and other articles made of light Sheet Metal, Paper or Card Board, requiring uniform rectangular blanks. It will cut sheets 30 inches in width, and as many cutters may be used on the shaft as the space will permit.

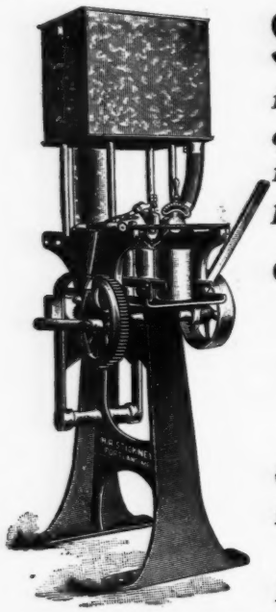


Made in Two Styles—Hand or Treadle Feed.

The John R. Mitchell Co.

Canning and Canmaking Machinery,

Foot of Washington St.. Baltimore, Md., U. S. A.



SYRUPING MACHINE

instantly adjustible for any quantity while going, and feeding one, two or three pound cans.

Capacity Single Line, 25,000 daily
Price $125.00.

Double Line, Double Capacity.
Price $175.00.

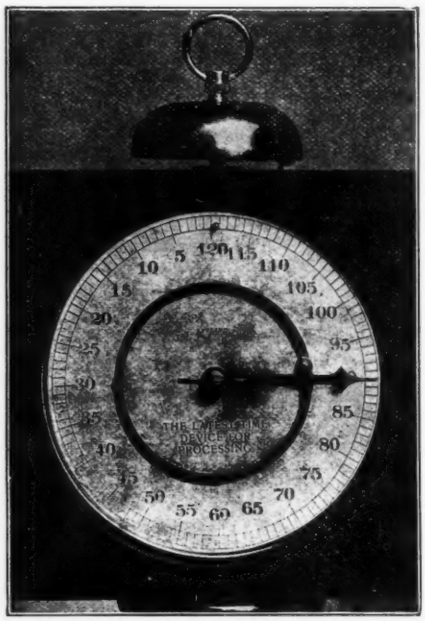
Special can filling machines for all purposes handling CONDENSED MILK, BAKED BEANS, FATS, OILS, MUSTARDS, &c., in round or square cans or glass jars.

New England agent for Sprague Canning Machinery Company's full line.

HENRY R. STICKNEY,
PORTLAND, ME.

The Newest Time Device for Processing.

NO MORE UNDERCOOKING.
NO MORE OVERCOOKING.
NO MORE ERRORS.



The Clock Will Tell You, and Keep You Right.

Simply turn the hand on the dial to the number of minutes the process calls for, and when that time is up the bell rings. Have placed orders with several of the large packers and would like to send them to every factory for trial, to be sent back if not entirely satisfactory.

DIALS MADE WITH 120 MINUTES.

Made by JOHN T. STAFF, Jr.
TERRE HAUTE, IND.

A Model Canning Factory

The plant shown is one of the most complete and perfectly appointed in the country. Under

THE HASTINGS SYSTEM

it cost less than if the owners had undertaken their own contracting. We saved them money and gave them a better, more practical and more economical plant to operate.

We Build Everything for the Fruit and Vegetable packing business. We constantly employ expert engineers, architects and superintendents.

Our Experience is Your Safeguard. Our line of machinery is complete, including Automatic Corn and Tomato Fillers, Power Capping Machinery, Horizontal, Open and Closed Retorts, Traveling Hoists, etc., Engines, Boilers, Pipe, Fittings, Belting and other general equipment —all modern and efficient in every respect.

Refitting for Profit—If your factory expense is eating up your profits, write us. We can turn the flow of money the other way. Address

THE HASTINGS INDUSTRIAL CO.,
Cor. LaSalle & Lake Streets, - - Chicago, Ill.

The South

Is the coming section of the country for all classes of woodworking industries. Its resources in desirable woods, both in quantity and variety, exceed those of any other section.

Factory Locations

Unequaled for stave, heading, box, fruit package and miscellaneous artiles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No, 26325.*

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,
SOUTHERN RAILWAY,
WASHINGTON, D. C.

Extra Coated Tin Plates.

There is a growing demand for Tin Plates for CANNING PURPOSES carrying a heavier coating of Tin than the regular Coke Plates. We are in full accord with this movement, having furnished a number of our customers with extra coated plates and are prepared to continue supplying the trade with plates of any coating desired.

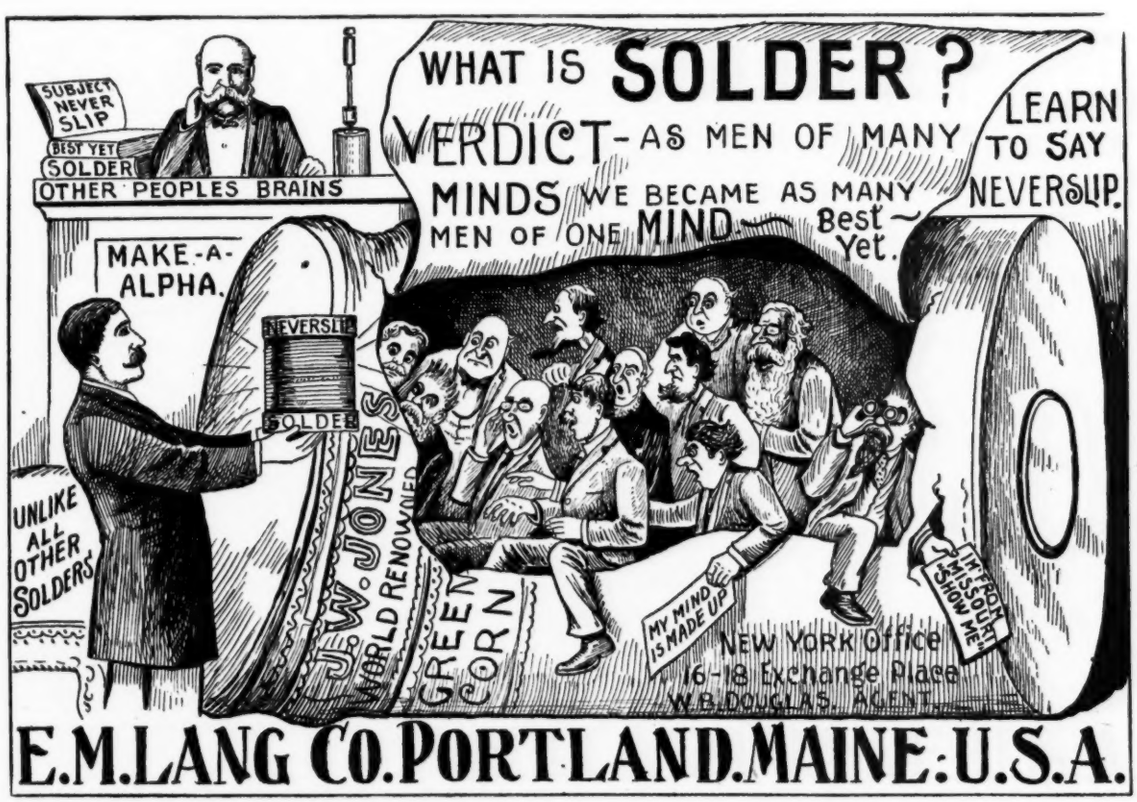
A quality of soft and well coated plate always maintained.

CAPACITY 700,000 BOXES PER ANNUM.

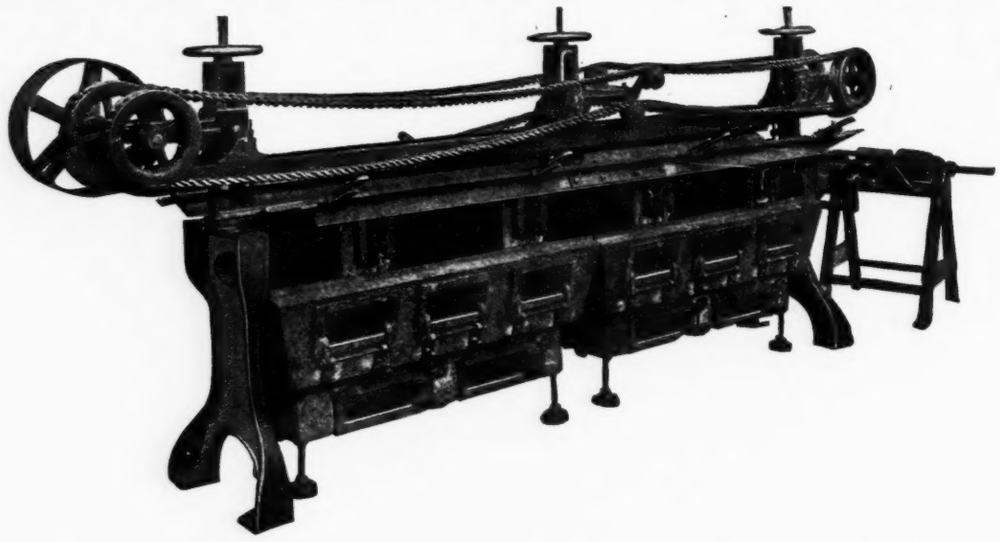
POPE TIN PLATE COMPANY,

CHARLES E. POPE, President.

Offices: PITTSBURGH, PA. **Works: STEUBENVILLE, O.**


WHAT IS SOLDER?
VERDICT - AS MEN OF MANY MINDS WE BECAME AS MANY MEN OF ONE MIND
LEARN TO SAY NEVERSLIP.
Best Yet.
SUBJECT NEVER SLIP
BEST YET SOLDER
OTHER PEOPLES BRAINS
MAKE-A-ALPHA.
NEVERSLIP SOLDER
J.W. JONES WORLD RENOWNED GREEN CORN
UNLIKE ALL OTHER SOLDERS
MY MIND IS MADE UP
I'M FROM MISSOURI SHOW ME
NEW YORK Office
16-18 Exchange Place
W.B. DOUGLAS AGENT
E.M. LANG CO. PORTLAND. MAINE: U.S.A.

DOUBLE CHAIN FLOATER



This Machine is the very Latest Design of Chain Floater, and will float the tops and bottoms of 130 3 lb. Cans per minute. It is a Complete machine in every respect, having aciding and cooling belt devices attached, and has proven to be a great solder saver. It is made either with or without a coal furnace.

SLAYSMAN & COMPANY,

Factory: ***125-127 East Falls Avenue.*** Office and Salesrooms: ***200 West Falls Avenue.***

BALTIMORE, MD.

Wheeling Can Company,

MANUFACTURERS OF

PACKERS' CANS.

Wilmington, Ohio, Jan. 13, 1905.

Wheeling Can Co.,
Wheeling, W. Va.

Gentlemen:

The C. W. Swain Canning Co., of Sabine, Ohio, used over one half million of your Cans during the season of 1904. They seemed as near perfect as it is possible to make them and we are perfectly satisfied therewith. As long as your cans continue as good as they were this season you can depend on our order, prices being satisfactory.

Yours truly,
C. W. SWAIN, Prest.

Write for our Prices before You Buy.

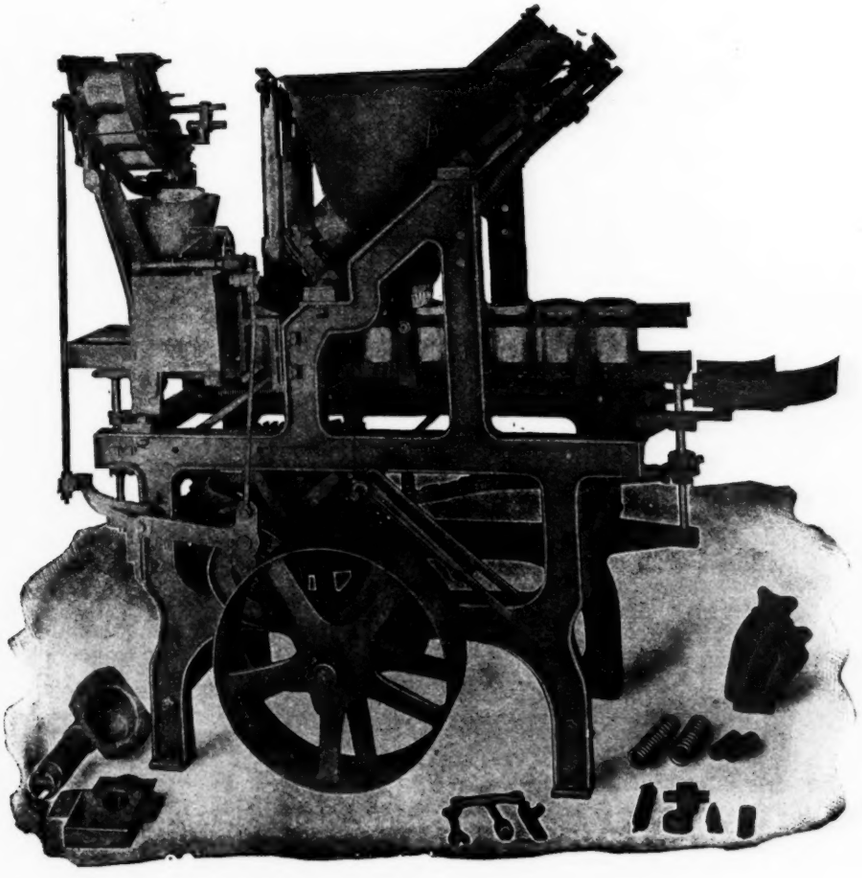
OLIVER J. JOHNSON,
Manager.
Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING, W. VA.

KING TOMATO FILLER

WITH ATTACHMENTS.

Uniform Fill. No Waste. Whole Tomatoes.



Everything Goes into the Can.

Can be Regulated to Fill any Desired Quantity.

AYARS MACHINE COMPANY,

SALEM, NEW JERSEY.

Extra Coated Cans.

Lest there be some misunderstanding of the above matter, we desire to remind the trade that we have for several years furnished cans made from specially coated plates, carrying any weight of coating desired by our customers.

Our Standard Cans are invariably made from the best standard Coke Plates that can be bought in the market, and we believe them to be proper and satisfactory packages for most varieties of fruits and vegetables.

Whenever the peculiar properties of the goods to be packed, or the preference of our customers require a specially coated plate, we are always ready to supply it at the actual additional cost to us of the material.

We shall be pleased to quote special prices on any specifications that may be submitted to us.

American Can Company,

Principal Sales Offices:

New York.
Bowling Green Building

Chicago, Ill.
Merchants Loan and Trust Bldg.

Baltimore, Md.
Boston and Hudson Streets

San Francisco, Cal.
Kohl Building